

Welcome to our summer edition newsletter, our 3rd issue. The first 8 months of 2011 have been very eventful and considering the current market conditions we have continued to experience growth in both our product sales and our market share in the UK.

To support our increased customer demand we have added staff members to the Internal Sales Team, the administration department and have also added a Business Development Consultant to assist us in our continued growth plans. These new staff appointments have led to an exciting development in our commitment to the Government backed Apprenticeship Scheme. We have recently recruited our first Apprentice and are looking to create two more similar roles. We are committed to investing in all staff by offering a fully comprehensive training programme and the Apprenticeship scheme ensures that our new staff members have the practical skills and qualifications to meet both our needs and more importantly those of our customers.

The long awaited catalogue was launched at the beginning of June to a terrific response.

Initial feedback is its ease of use, convenient size and most importantly shows the huge range available in NBM's product portfolio. We will continue to listen to your feedback to ensure that we include more of the products that you need as the industry continues to grow and diversify.

The final development in the past few weeks is the official signing of a distribution Agreement between NBM and Unite Technologies, the UK based specialist provider of data centre power and energy management systems, access control, security and environmental monitoring solutions.

We would like to thank all our customers for their support and business and reiterate if you have any comments – good and bad – or would like to discuss anything in this issue of get connected please get in touch

*Dan & Sean*



For your copy  
call the NBM sales desk  
on 01923 270301  
or email  
sales@nbm-distribution.co.uk

## RAPIDNET FIBRE MTP VHD CASSETTES

The recent introduction of the RapidNet VHD MTP cassette is a major step forward in high density fibre solutions. The cassette, identical in footprint to the existing RapidNet variants, presents six 12 core MTP connectors enabling up to 288 fibres in 1U of rack space. The flexibility of the RapidNet system allows copper and fibre to be mixed within the same panel, maximising rack space. The MTP connectors minimize losses across links and provide a potential upgrade path from 10G to 40G solutions, making these products ideal for data centre applications



## IDEAL® HEATSEEKER 160 Thermal Imager Launch

Reducing the energy used in computer installations is an increasingly popular topic, as energy costs increase and legislation on carbon reduction begin to be introduced by the Government. Designed for detecting hotspots on equipment, these units are being used to detect cooling problems in data centres. Being able to spot problems can often lead to simple fixes that can save the facility significant amounts of money on energy.

The unit provides a high resolution thermal image, which shows temperature measurements in real time. It is rugged and rated at IP54 to resist water and dust ingress.



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# ENERGY MONITORING SOLUTIONS



**unite**<sup>TM</sup>  
TECHNOLOGIES LIMITED

The CRC Energy Efficiency Scheme introduced in 2010 means businesses must monitor and measure energy consumed and where possible reduce the energy used. Failure to comply will carry severe financial penalties which businesses can ill afford to take lightly.

The solutions available from Unite include the **CL-Amp** current monitoring device, **CL-Amp Kit** which includes the **RacKMS** monitoring device and temperature sensors, the **Hawk-i<sup>3</sup>** rack mounted environmental monitoring and control unit, the **Eagle-i** power monitoring and control unit, the **Link Box Distribution Unit**, **Intelligent Power Strips**, as well as a wide range of **Sensors** allowing users to monitor and control various parameters within computer rooms and data centre environments.



## Hawk-i<sup>3</sup> Rack Monitoring Unit

The Hawk-I rack monitoring unit is a cost effective monitoring and control solution for power, environmental and physical access control parameters, from a single IP address. It allows users to monitor and control external devices via a network attached unit. The unit supports a maximum of 4 monitor and control power strips, monitoring V, A, kVA, kWh, power factor and frequency. Interrogation of measurements is via an intuitive web based graphical user interface allowing the user to configure, monitor and control the unit.

As energy costs spiral and legislation drives initiatives to reduce the environmental impact of large organisations, this type of solution will be required to enable the correct decisions to be made to deliver energy reduction objectives.

Unite products have already been successfully deployed by a major UK supermarket chain, who are aiming to significantly reduce their energy usage in their data centre operations.

## Intelligent Power Strips

Available in 10, 13, 16, 32 and 63 Amp load ratings these units can monitor voltage, current and power via the built in LED display and enables organizations to balance cabinet load and provide information to allow the billing of individual customers based on kWhr consumption. All common outlet types are available up to 24 per strip and they can be mounted using the pull-out 19" mounting brackets or installed vertically.



## Eagle-i Remote Power Monitoring and Control Unit



The Eagle-I is designed to provide room or multi rack level power, environmental monitoring and physical access control, using a single IP address. Rack mounted it can control a maximum of 6 power strips monitoring A, V, kVA, kWh, power factor and frequency. There are also 12 input sensor channels namely: temperature, humidity, voltage free contact and 0-10VDC analogue input. Used in conjunction with power monitoring hubs, multi-device hubs up to 12 dual fed cabinets, which can be fully monitored and controlled from a single IP address.

## CL-Amp Kit

Monitoring power usage, especially in data centres, is a requirement if energy savings objectives are to be achieved. This kit from Unite is a simple, cost effective, 'out-of-the-box' solution designed for a single cabinet installation, containing all the constituent parts required for a 'non-invasive' current monitoring solution, including RacKMS, 2x CL-Amp devices, temperature sensor, cables, software CD and instruction manual. The RacKMS also has a spare sensor port which can be used, when connected to the appropriate sensor, to measure temperature or humidity.



## Sensors

A full range of sensors and indicators are available to complement the Unite power and monitoring units. These sensors include temperature, humidity and water sensors, micro-switches, PIR sensors, also there is a range of indicating beacons, sounders and keypads.



To find out more about the Unite range of products and request our information sheets on these products contact our sales team.

- Market-leading product
- Lightweight, easy to install
- Protects cables from sharp edges, protrusions and snags
- High resistance to water and chemical penetration
- Class O fire rated
- LSOH version available
- Flexible and rigid versions available
- Competitive prices

**cable lay**<sup>TM</sup>



CABLING PROTECTION NOW AVAILABLE FROM STOCK AT NBM

**DON'T FORGET**  
NBM CAN SUPPLY  
A WIDE RANGE OF  
**EQUIVALENT CABLES**  
TO MEET YOUR  
EVERYDAY NEEDS



# TEST EQUIPMENT FROM PSIBER

Recently introduced to the NBM product portfolio is the range of cabling and network test equipment from Psiber. The range includes testers from simple tracers to the latest copper and fibre cabling test equipment.



Here are some of the new products we have introduced in the new NBM catalogue.

## LANROAMER PRO

A cost effective verification tool for checking data cabling. Quick and easy to use it can test for opens, shorts, miswires, reversals and split pairs. Featuring a wiremap display to identify faults easily, an auto on/off function to extend battery life, and a tone generator, it snaps together for easy storage.

## WIREXPert 1600MHZ Cabling Certifier

Providing the fastest Category 7A cable and fibre certification on the market, the WireXpert is designed to meet all present and future cabling standards, including the proposed 40G Ethernet networks.

Maximising productivity by providing a tester that features the unique DCS dual control system, which allows the installer to control the tester and view and save test results from either end of the link under test. The tester is optimised for testing efficiency, has industry leading measurement speed, the new fibre SmartProbes reduce the testing times of optical links by eliminating the need to swap fibres for dual wavelength testing and calibration.

The WireXpert can test Cat 3 to 7A for copper certification up to 1600MHz frequency range and multimode and singlemode fibre for length and loss measurements. The tester is upgradeable to allow testing of future cabling standards, it includes a talkset for easy communication between operators, the test results can be exported into PDF or XML formats and ReportXpert software is included in the package.

## ZOOM II Test Kits

The ZOOM II is one of the world's most economical and precise fibre optic power meters for testing optical loss in both singlemode and multimode fibre networks. Traceable to N.I.S.T. and calibrated to the four most commonly used

wavelengths (850, 1300, 1310 and 1550nm) makes it the ideal choice for fibre testing. In addition the ZOOM II can be calibrated at 1490nm, making it a great option for testing FTtx PON Networks.

Supplied with rugged rubber boot, carrying strap, NIST certificate of calibration and operator manual on CD, it can also be upgraded to include data storage and a download port to turn it into a fully featured fibre optic link certification power meter. The testers have both 2.5 and 1.25mm universal power meter adapters to accept all common connectors including ST, SC, FC, LC and MTRJ and come with a 2 year warranty.

## FIBER OWL Test Kits

These test kits from Psiber are ideal for the fibre optic professional who requires standards based certification of fibre links. These kits are supplied ready to test 10G Ethernet links, the test kits come with a N.I.S.T. traceable optical power meter, one or more complementary light sources based on the required application, a hard carrying case, protective rubber boots, carrying straps, batteries, NIST certificate of traceability and CD with free OWL Reporter Software and operators manual. The Fiber OWL test kits come with a 2 year warranty.

## LANMASTER 35

The LanMaster 35 is used for installing and maintaining local area networks using Power over Ethernet (PoE).

The LanMaster 35 identifies power types, simulates network devices to measure power, displays voltage, polarity, mid-span or phantom configuration for powered wired pairs.

The unit can detect 10/100/1000 Base Tx link speed and duplex mode, measures cable length and open or short circuit condition. It can also apply a tone signal for tracing cables with the Cabletracker device, available separately.



## FIRE SURVIVAL CABLES

Security of information in the event of a catastrophic event is a major concern today, especially as businesses become more reliant on data centres and cloud computing. There is also a need to ensure that systems designed to protect the public also continue to work for sufficient time to enable premises to be cleared in the event of a fire, for example, CCTV cameras. These products enable systems to remain functional where temperatures would normally mean that standard production cables would fail.

The UFS 01 Fire Survival fibre optic cable range from Brand-Rex can withstand a temperature of 930C for 120 minutes, ample time for evacuation of premises and downloading of critical data from data centres.

## BRAND-REX ACHIEVES CARBON NEUTRAL STATUS

As part of an ongoing programme to reduce their carbon footprint Brand-Rex has achieved carbon neutral status across their international operations, reducing their carbon emissions by some 13% in 2010 compared to 2009 levels. Their next target is a carbon reduction of 20% by 2015.

Brand-Rex have also invested in carbon offset programmes to balance their carbon budget, working on projects in Chile, where a large proportion of the world's copper is mined, to capture methane from land-fill sites and in Turkey, where copper is purified and converted, on hydroelectric generation projects. Not only are Brand-Rex looking at their own carbon reduction they are also working on programmes to help their channel partners and end customers to achieve their own carbon reduction targets. You can find out more about the Brand-Rex carbon reduction programme by visiting:

[www.brand-rex.com/environment](http://www.brand-rex.com/environment)

## BRAND-REX SEMINAR DATES

Future Speeds—Greener Needs seminar series covering the hottest topics in the industry this year. Book your place at:

[www.brand-rex.com/seminars](http://www.brand-rex.com/seminars)

Falkirk .....27th September 2011  
London: .....29th September 2011  
Birmingham: .....4th October 2011

## TEAM FEAT – RAAM 2011



The NBM Distribution sponsored Team Feat Cycling Team completed this fantastic endurance event racing from Oceanside, California to Annapolis, Maryland in an amazing 5 days, 13 hours and 22 minutes! The 3000 mile route took in some of the most spectacular scenery in the USA, as the team endured extremes of altitude, heat and weather during the race. This was the first time the team had taken part in the RAAM and finished second place in the 4 man team category, only 2 hours behind the winners. A magnificent effort from the team and the support crew, who have also raised over £9000 for the team's chosen charity, Wessex Heartbeat.

[www.teamfeat.co.uk](http://www.teamfeat.co.uk)



## AARON MURRAY

Scottish youth sailor Aaron Murray is being supported this year by NBM Distribution as he campaigns his Topper sailing dinghy in events across the UK. Aaron's skill and determination is helping him to achieve some great results, recently coming second at the Scottish National Championships. His next events are the UK Championship in North Berwick and the World Championship in Dublin. We wish him every success.



## NBM DISTRIBUTION VS BRAND-REX FOOTBALL CHALLENGE

This highly spirited and competitive 5 a side competition took place in London recently, and after an exciting 60 minutes NBM managed to clinch the match!! Aching joints and bruises aside both teams are already looking forward to a rematch in the near future!



## NEW FACES AT NBM

Chris Carrington recently joined NBM bringing a wealth of experience from his last positions within distribution. His knowledge of the industry is a great asset for NBM, as Chris can provide advice on networking infrastructure solutions. Chris has developed into a key member of the sales team and is fully trained on the wide range of test equipment offered by NBM Distribution.

Briony Sumner is the latest addition to NBM, joining as our first apprentice under the

Government backed Apprentice Scheme, in June. New to the industry, Briony has several years experience as a secured loan underwriter, which should see her in great stead within her customer service role. Briony's confident nature and outgoing personality has been an instant hit with the rest of the NBM staff.



## JUNIOR FOOTBALL TEAMS

The local youth football teams sponsored by NBM Distribution, Bovingdon Storm and Bovingdon Panthers finished runners-up and 6th in their respective leagues at the end of the 2010-2011 season. Both teams are improving all the time and we look forward to great results this coming season.



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## FOLLOW OUR COMPANY

Link into the NBM Distribution LinkedIn page to join an ever growing network of businesses and individuals from the network cabling industry. Go to [www.linkedin.com](http://www.linkedin.com) and search for NBM Distribution.



## GET IN TOUCH

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## APPEAR IN THE NEXT ISSUE

If you have a case study that you would like us to consider, please get in touch.

## FEEDBACK

We always welcome your feedback on this newsletter and our website, which we can use to improve the information that we send out to you. If you would like to send us your comments please email [sales@nbm-distribution.co.uk](mailto:sales@nbm-distribution.co.uk).

We endeavour to ensure that all details in this newsletter are correct at time of going to press.

NEWSLETTER ISSUE003@NBM DISTRIBUTION LTD 2011  
DESIGNED BY SKANDESIGN LTD

## NBM's BLOG

Keep up to date with the latest news from NBM and the cabling industry by checking out our blog page, which is updated regularly. Take a look for yourself at:

[www.nbm-distribution.co.uk/blog](http://www.nbm-distribution.co.uk/blog)